

2 Dec. - 3/24/54 (W) - 9:00 - 10:15
2:00 - 3:00

Pres. - R.P.W., C.E.W., J.H.K.,
E.H.K., J.H.K., J.H.K., J.H.K.,
R.H.K., J.H.K., J.H.K., J.H.K.,
C.E.W., J.H.K., J.H.K., J.H.K.

4/9

2 Dec. (cont.) - 4/9/54 (W) - 9:00 - 10:00

Pres. - R.P.W., C.E.W., J.H.K.,
J.H.K., E.H.K., J.H.K., J.H.K.,
J.H.K., J.H.K., J.H.K., J.H.K.,
J.H.K., J.H.K., J.H.K., J.H.K.

Janning, Mo. - "Northland"
(ab. 5 miles N.W. of downtown St. Louis)
Take it.

Baltimore Md. - Brewster - 2nd Rd. Shopping Ctr.

Est. sales of \$450 M. (P.E.W.)

by discussion on this one -

To be re-studied, re-analyzed; costs; other sales estimates
(only one of \$450 M. by P.E.W.)

Sioux Falls, S.D. (P.E.W. - 1000)
3rd Rd. Shopping Ctr. (P.E.W.)

morale most packing (ampl. 3500)

J.H.K. reads C.D.'s letter - good (enthusiastic).

Not analyzed.

370 Baltimore

2 Dec. (cont.) - 4/2/54 (W) - 3:00 - 4:25

Pres. - R.P.W., J.H.K., J.H.K.,
J.H.K., J.H.K., J.H.K., J.H.K.,
J.H.K., J.H.K., J.H.K., J.H.K.,
J.H.K., J.H.K., J.H.K., J.H.K.

Louisville, Ky. - Kelly Rd. Shopping Ctr. - Marshall Street

25000 tract, 10000 of 2

on Kellyville Rd.

Take it up (for now; prob. for good)

The Pittsfield, Mass.

Good site, + glazed brick - bad; a pair in neck; fully
down front of lot.

5000 Chicago.

\$1500 cost approved.

635 South St. - Scholastic Bldg. + 2nd St. - Layport.

Re-lay out - Toledo Brown + Country (Brilliant)

2 Dec. (cont.) - 4/9/54 (W) - 9:00 - 11:00

Pres. - R.P.W., C.E.W., J.H.K.,
J.H.K., J.H.K., J.H.K., J.H.K.,
J.H.K., J.H.K., J.H.K., J.H.K.,
J.H.K., J.H.K., J.H.K., J.H.K.

Lansing Mich. - Brander Shopping Ctr. (P.E.W.)

After much discussion,

Hold for H.J.S. + information + opinion

(P.E.W. - 1000)

1000

(H.K. + C.W. J. opposed; J.H.K. "fairful", some others "like-born")

560 Allentown Pa.

Price up to \$1100, but has rental offers. Rent now \$3,000 per yr. net;
\$4000 per yr. gross. - Price has lost money as price since 1952.

231 Dorcas, N.D.

Interior - refrigeration + store from changes at est. cost of \$61,453.00
approved; - (Construction Co. 1959) - (to question expenditure); - very profitable

517 Hudson, N.Y. (R.H.K.)

✓ tried. - picture alteration cost of \$2500 (for all phases) - Demand 1776
1600 vol. 2500 Prof. in 50

592 Phila. (P.E.W.)

✓ tried. - picture alteration cost of \$8750 - a profitable store (adj. \$30 M.)

2 Dec. (cont.) - 4/10/54 (Good Friday) - 2:00 - 4:35

Pres. - R.P.W., C.E.W., J.H.K.,
J.H.K., J.H.K., J.H.K., J.H.K.,
J.H.K., J.H.K., J.H.K., J.H.K.,
J.H.K., J.H.K., J.H.K., J.H.K.

Sioux Falls, S.D. - new store in shopping ctr.

Est. sales - 300 M

- 5 Prof. \$15,365 (5.12% net) - only 7.28% on inv. of \$211 M.

Agreed to take it, (w/ J.H.K. - objecting.)

Lansing - Brander Shopping Ctr.

Vote - 5 yes
4 no

to R.P.W.; R.P.W. say "No"; reluctantly.

(No: H.K., C.E.W., R.H.K., (E.H.K.);

Yes: J.H.K., J.H.K., (w/ J.H.K.) H.J.S., (N.H.K.).

No (finally; rough!

Cincinnati, O - Woodward Shopping Ctr. (P.E.W.)

(Riding Rd. - "Blossom King" + "Blossom")

(looks good to me.)

Do in (appts #1, 2, 3)